



U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization



# 7<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE  
CONVENTION AND TRADE CENTER



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## FLUOR who are we

\$13 Billion Annual Revenue

35,000 employees

25 countries

6 continents

Over \$1.2 Billion in goods and services purchased in  
FY 05 on our Government projects

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# FLUOR & the Government

- 21% or ~\$2.75B of Fluor Corp's revenue from our Government Operations
- In 2005, over \$400M or ~40% of the dollars subcontracted by Fluor in its government service went to small businesses.
- Hanford: ~\$882M over past nine years awarded to small businesses

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# Fluor's Corporate Diversity Vision

Fluor's corporate vision statement is:

- “Fluor's Diversity Program is a proactive initiative that seeks to expand the opportunities to diversity suppliers, building upon our combined strengths to drive mutual success.”

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# Marketing to FLUOR

- Letter of introduction.
- 1: What do you do
- 2: Where do you fit at Hanford
- 3: Website address

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# Small Business Contacts

- DOE: Jan Sullivan, Small Business Advocate
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- DOD (JA Jones): Mike L. Fitzgerald, Director, Procurement
- 704-553-3499
- DOD, DHS (FEMA): Lee Eron, Manager, Small Business
- 864-281-4295 tel, 1.864.281.5715 fax
- Fluor Corporation: Christy Francis, Supplier Diversity Advocate
- 281-263-3540
- SCORE! - Fluor's Supplier and Contractor On-line Registry E-version  
Register TODAY! <http://www.fluor.com>

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